

1\7

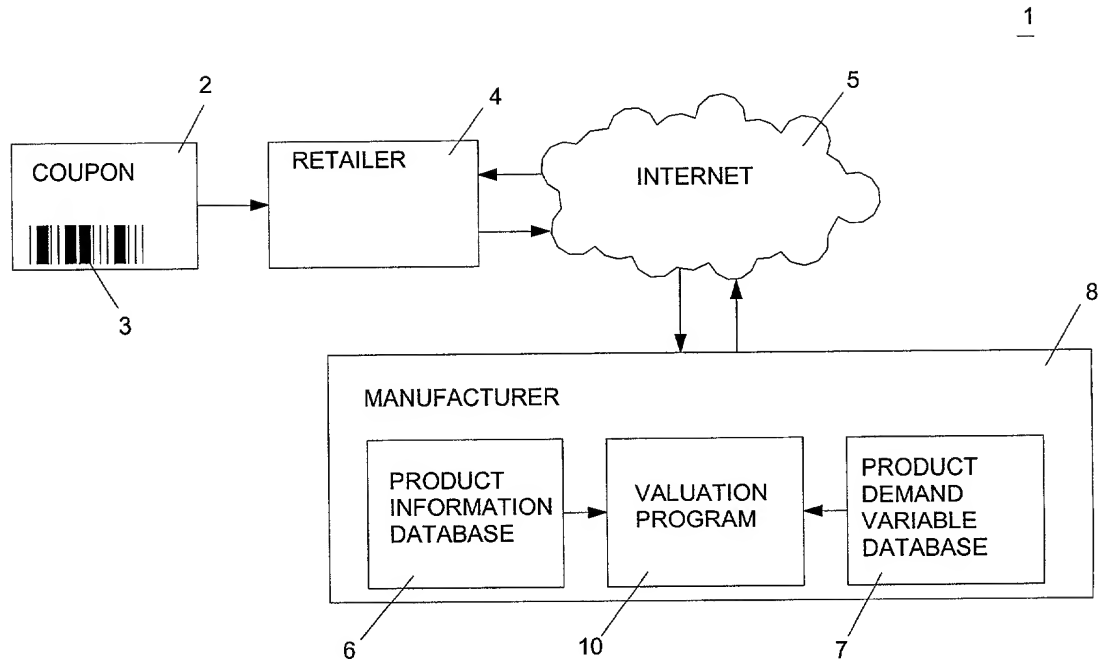


FIG. 1

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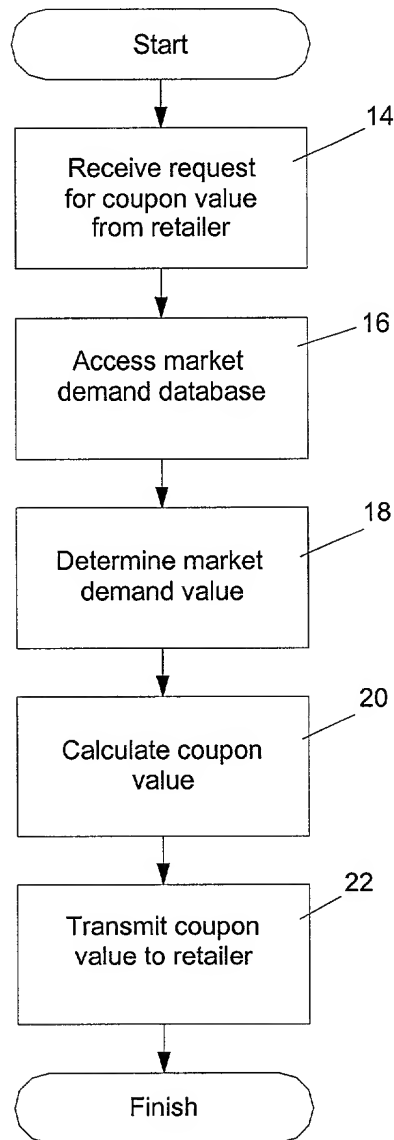


FIG. 2

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| Product information database record | | |
|-------------------------------------|---|----|
| Field 1 | Inventory at retailer | 26 |
| Field 2 | Minimum inventory | 28 |
| Field 3 | Maximum inventory | 30 |
| Field 4 | Sales rate | 32 |
| Field 5 | Average age of inventory | 34 |
| Field 6 | Maximum age of inventory | 36 |
| Field 7 | Competitor #1 pricing | 38 |
| Field 8 | Competitor #2 pricing | 40 |
| Field 9 | Competitor #1 inventory | 42 |
| Field 10 | Competitor #1 minimum inventory | 44 |
| Field 11 | Competitor #1 maximum inventory | 46 |
| Field 12 | Competitor #1 coupon value | 48 |
| Field 13 | Competitor #2 inventory | 50 |
| Field 14 | Competitor #2 minimum inventory | 52 |
| Field 15 | Competitor #2 maximum inventory | 54 |
| Field 16 | Competitor #2 coupon value | 56 |
| Field 17 | Last years sales rate | 58 |
| Field 18 | Last years plus 8 hours sales rate | 60 |
| Field 19 | Economic indicators | 62 |
| Field 20 | Maximum coupon value | 64 |
| Field 21 | Minimum coupon value | 66 |
| Field 22 | Minimum percent to be allocated to customer | 68 |

FIG. 3

| Product demand variables percentage database record | | |
|---|--|----|
| Field 1 | Inventory factor percentage | 70 |
| Field 2 | Inventory age factor percentage | 72 |
| Field 3 | Competitor #1 price factor percentage | 74 |
| Field 4 | Competitor #1 inventory factor percentage | 76 |
| Field 5 | Competitor #1 coupon value factor percentage | 78 |
| Field 6 | Competitor #2 price factor percentage | 80 |
| Field 7 | Competitor #2 inventory factor percentage | 82 |
| Field 8 | Competitor #2 coupon value factor percentage | 84 |
| Field 9 | Cyclical buying factor percentage | 86 |
| Field 10 | Economic factor percentage | 88 |

FIG. 4

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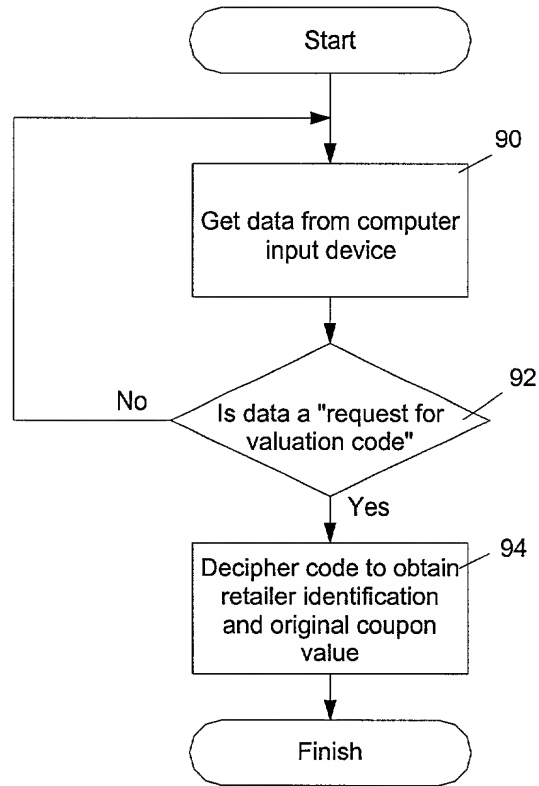


FIG. 5

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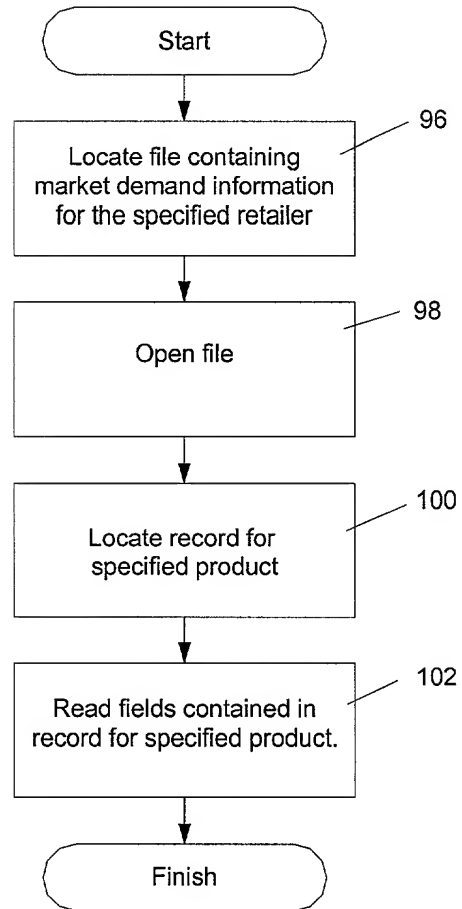


FIG. 6

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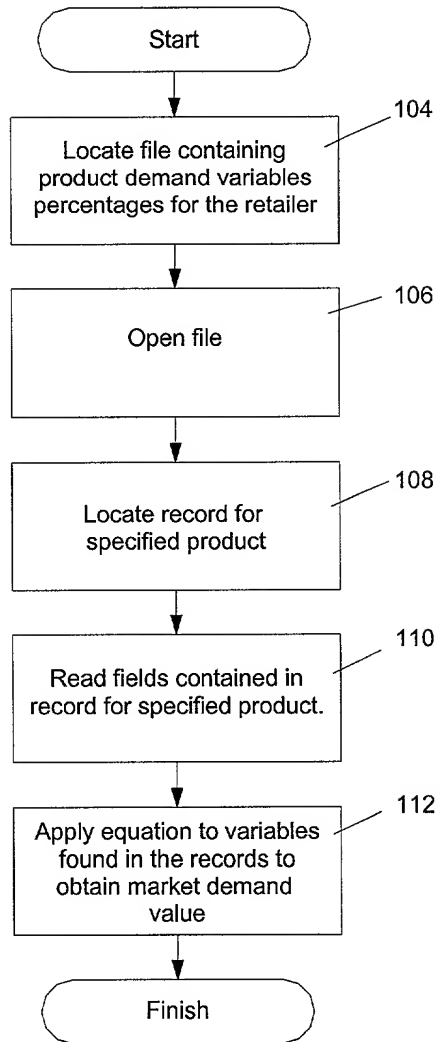


FIG. 7

```

graph TD
    Start([Start]) --> Read[Read]
    Read --> Write[Write]
    Write --> Read
    Read --> End([End])
    Write --> End

```

114

[illegible]

Start

116

118

120

```

graph TD
    Start([Start]) --> A[1. A]
    A --> B[2. B]
    B --> C[3. C]
    C --> D[4. D]
    D --> E[5. E]
    E --> F[6. F]
    F --> G[7. G]
    G --> H[8. H]
    H --> I[9. I]
    I --> J[10. J]
    J --> K[11. K]
    K --> L[12. L]
    L --> M[13. M]
    M --> N[14. N]
    N --> O[15. O]
    O --> P[16. P]
    P --> Q[17. Q]
    Q --> R[18. R]
    R --> S[19. S]
    S --> T[20. T]
    T --> U[21. U]
    U --> V[22. V]
    V --> W[23. W]
    W --> X[24. X]
    X --> Y[25. Y]
    Y --> Z[26. Z]
    Z --> AA[27. AA]
    AA --> AB[28. AB]
    AB --> AC[29. AC]
    AC --> AD[30. AD]
    AD --> AE[31. AE]
    AE --> AF[32. AF]
    AF --> AG[33. AG]
    AG --> AH[34. AH]
    AH --> AI[35. AI]
    AI --> AJ[36. AJ]
    AJ --> AK[37. AK]
    AK --> AL[38. AL]
    AL --> AM[39. AM]
    AM --> AN[40. AN]
    AN --> AO[41. AO]
    AO --> AP[42. AP]
    AP --> AQ[43. AQ]
    AQ --> AR[44. AR]
    AR --> AS[45. AS]
    AS --> AT[46. AT]
    AT --> AU[47. AU]
    AU --> AV[48. AV]
    AV --> AW[49. AW]
    AW --> AX[50. AX]
    AX --> AY[51. AY]
    AY --> AZ[52. AZ]
    AZ --> BA[53. BA]
    BA --> BB[54. BB]
    BB --> BC[55. BC]
    BC --> BD[56. BD]
    BD --> BE[57. BE]
    BE --> BF[58. BF]
    BF --> BG[59. BG]
    BG --> BH[60. BH]
    BH --> BI[61. BI]
    BI --> BJ[62. BJ]
    BJ --> BK[63. BK]
    BK --> BL[64. BL]
    BL --> BM[65. BM]
    BM --> BN[66. BN]
    BN --> BO[67. BO]
    BO --> BP[68. BP]
    BP --> BQ[69. BQ]
    BQ --> BR[70. BR]
    BR --> BS[71. BS]
    BS --> BT[72. BT]
    BT --> BU[73. BU]
    BU --> BV[74. BV]
    BV --> BW[75. BW]
    BW --> BX[76. BX]
    BX --> BY[77. BY]
    BY --> BZ[78. BZ]
    BZ --> CA[79. CA]
    CA --> CB[80. CB]
    CB --> CC[81. CC]
    CC --> CD[82. CD]
    CD --> CE[83. CE]
    CE --> CF[84. CF]
    CF --> CG[85. CG]
    CG --> CH[86. CH]
    CH --> CI[87. CI]
    CI --> CJ[88. CJ]
    CJ --> CK[89. CK]
    CK --> CL[90. CL]
    CL --> CM[91. CM]
    CM --> CN[92. CN]
    CN --> CO[93. CO]
    CO --> CP[94. CP]
    CP --> CQ[95. CQ]
    CQ --> CR[96. CR]
    CR --> CS[97. CS]
    CS --> CT[98. CT]
    CT --> CU[99. CU]
    CU --> CV[100. CV]
    CV --> CW[101. CW]
    CW --> CX[102. CX]
    CX --> CY[103. CY]
    CY --> CZ[104. CZ]
    CZ --> DA[105. DA]
    DA --> DB[106. DB]
    DB --> DC[107. DC]
    DC --> DD[108. DD]
    DD --> DE[109. DE]
    DE --> DF[110. DF]
    DF --> DG[111. DG]
    DG --> DH[112. DH]
    DH --> DI[113. DI]
    DI --> DJ[114. DJ]
    DJ --> DK[115. DK]
    DK --> DL[116. DL]
    DL --> DM[117. DM]
    DM --> DN[118. DN]
    DN --> DO[119. DO]
    DO --> DP[120. DP]
    DP --> DQ[121. DQ]
    DQ --> DR[122. DR]
    DR --> DS[123. DS]
    DS --> DT[124. DT]
    DT --> DU[125. DU]
    DU --> DV[126. DV]
    DV --> DW[127. DW]
    DW --> DX[128. DX]
    DX --> DY[129. DY]
    DY --> DZ[130. DZ]
    DZ --> EA[131. EA]
    EA --> EB[132. EB]
    EB --> EC[133. EC]
    EC --> ED[134. ED]
    ED --> EE[135. EE]
    EE --> EF[136. EF]
    EF --> EG[137. EG]
    EG --> EH[138. EH]
    EH --> EI[139. EI]
    EI --> EJ[140. EJ]
    EJ --> EK[141. EK]
    EK --> EL[142. EL]
    EL --> EM[143. EM]
    EM --> EN[144. EN]
    EN --> EO[145. EO]
    EO --> EP[146. EP]
    EP --> EQ[147. EQ]
    EQ --> ER[148. ER]
    ER --> ES[149. ES]
    ES --> ET[150. ET]
    ET --> EU[151. EU]
    EU --> EV[152. EV]
    EV --> EW[153. EW]
    EW --> EX[154. EX]
    EX --> EY[155. EY]
    EY --> EZ[156. EZ]
    EZ --> FA[157. FA]
    FA --> FB[158. FB]
    FB --> FC[159. FC]
    FC --> FD[160. FD]
    FD --> FE[161. FE]
    FE --> FF[162. FF]
    FF --> FG[163. FG]
    FG --> FH[164. FH]
    FH --> FI[165. FI]
    FI --> FJ[166. FJ]
    FJ --> FK[167. FK]
    FK --> FL[168. FL]
    FL --> FM[169. FM]
    FM --> FN[170. FN]
    FN --> FO[171. FO]
    FO --> FP[172. FP]
    FP --> FQ[173. FQ]
    FQ --> FR[174. FR]
    FR --> FS[175. FS]
    FS --> FT[176. FT]
    FT --> FU[177. FU]
    FU --> FV[178. FV]
    FV --> FW[179. FW]
    FW --> FX[180. FX]
    FX --> FY[181. FY]
    FY --> FZ[182. FZ]
    FZ --> GA[183. GA]
    GA --> GB[184. GB]
    GB --> GC[185. GC]
    GC --> GD[186. GD]
    GD --> GE[187. GE]
    GE --> GF[188. GF]
    GF --> GG[189. GG]
    GG --> GH[190. GH]
    GH --> GI[191. GI]
    GI --> GJ[192. GJ]
    GJ --> GK[193. GK]
    GK --> GL[194. GL]
    GL --> GM[195. GM]
    GM --> GN[196. GN]
    GN --> GO[197. GO]
    GO --> GP[198. GP]
    GP --> GQ[199. GQ]
    GQ --> GR[200. GR]
    GR --> GS[201. GS]
    GS --> GT[202. GT]
    GT --> GU[203. GU]
    GU --> GV[204. GV]
    GV --> GW[205. GW]
    GW --> GX[206. GX]
    GX --> GY[207. GY]
    GY --> GZ[208. GZ]
    GZ --> HA[209. HA]
    HA --> HB[210. HB]
    HB --> HC[211. HC]
    HC --> HD[212. HD]
    HD --> HE[213. HE]
    HE --> HF[214. HF]
    HF --> HG[215. HG]
    HG --> HH[216. HH]
    HH --> HI[217. HI]
    HI --> HJ[218. HJ]
    HJ --> HK[219. HK]
    HK --> HL[220. HL]
    HL --> HM[221. HM]
    HM --> HN[222. HN]
    HN --> HO[223. HO]
    HO --> HP[224. HP]
    HP --> HQ[225. HQ]
    HQ --> HR[226. HR]
    HR --> HS[227. HS]
    HS --> HT[228. HT]
    HT --> HU[229. HU]
    HU --> HV[230. HV]
    HV --> HW[231. HW]
    HW --> HX[232. HX]
    HX --> HY[233. HY]
    HY --> HZ[234. HZ]
    HZ --> IA[235. IA]
    IA --> IB[236. IB]
    IB --> IC[237. IC]
    IC --> ID[238. ID]
    ID --> IE[239. IE]
    IE --> IF[240. IF]
    IF --> IG[241. IG]
    IG --> IH[242. IH]
    IH --> II[243. II]
    II --> IJ[244. IJ]
    IJ --> IK[245. IK]
    IK --> IL[246. IL]
    IL --> IM[247. IM]
    IM --> IN[248. IN]
    IN --> IO[249. IO]
    IO --> IP[250. IP]
    IP --> IQ[251. IQ]
    IQ --> IR[252. IR]
    IR --> IS[253. IS]
    IS --> IT[254. IT]
    IT --> IU[255. IU]
    IU --> IV[256. IV]
    IV --> IW[257. IW]
    IW --> IX[258. IX]
    IX --> IY[259. IY]
    IY --> IZ[260. IZ]
    IZ --> JA[261. JA]
    JA --> JB[262. JB]
    JB --> JC[263. JC]
    JC --> JD[264. JD]
    JD --> JE[265. JE]
    JE --> JF[266. JF]
    JF --> JG[267. JG]
    JG --> JH[268. JH]
    JH --> JI[269. JI]
    JI --> JJ[270. JJ]
    JJ --> JK[271. JK]
    JK --> JL[272. JL]
    JL --> JM[273. JM]
    JM --> JN[274. JN]
    JN --> JO[27
```

[illegible]